A1775-1

American Gas Association

Planning and Analysis

Department of Statistics
1515 Wilson Boulevard
Arlington, Virginia 22209

Gas Stats

Quarterly Report of Gas Industry Operations

Third Quarter 1990

Part 1. Gas Utility Industry Operating Trends

Income Statement

Total operating revenues for the twelve month period ending September 30, 1990 were $69,850 million, a 1.6 percent increase from the same period a year ago. At the same time, operating expenses increased 1.9 percent to $64,226 million. Total interest expense increased 4.9 percent during the period and net income decreased 6.1 percent.

Prices

Average U.S. residential gas prices rose from $6.74/MMBtu in the third quarter 1989 to $6.81/MMBtu in the third quarter 1990, a 1.0 percent increase. Commercial gas prices decreased 2.7 percent while industrial gas prices decreased 10.4 percent from the third quarter of 1989.

Customers, Sales, Revenues

The total number of customers in the third quarter 1990 increased 1.6 percent over the third quarter 1989 to 53,878,100.

Total sales in the third quarter 1990 increased 1.4 percent from the third quarter 1989, while the twelve months ending September 30, 1990 recorded a decrease of 0.4 percent from the twelve months ending September 30, 1989.

Third quarter 1990 total revenues decreased 2.8 percent from the third quarter 1989, while the twelve months ending September 30, 1990 recorded an increase of 0.4 percent from the twelve months ending September 30, 1989.

See Table 1 and Table 2 for detailed data on sales, revenues and customers.

INVESTOR-OWNED GAS UTILITY INDUSTRY INCOME STATEMENT

(Millions of Dollars)

	Twelve Months Ended 09/30/90		Twelve Months Ended 09/30/89		Percent Change 09/30/90-89
Total Operating Revenues		$ 69,850		$68,750	+ 1.6
Operating Expenses:					
Operation Expenses	$ 53,928		$ 53,341		+ 1.1
Maintenance Expenses	1,840		1,781		+ 3.3
Depreciation, Retirement, Depletion, Amortization, etc.	3,675		3,356		+ 9.5
Federal Income Taxes	1,311		1,339		- 2.1
All Other Taxes	3,472		3,239		+ 7.2
Total Operating Expenses		64,226		63,056	+ 1.9
Operating Income		5,624		5,694	- 1.2
Other Income - Net		2,675		2,665	+ 0.4
Income Before Interest Charges		8,299		8,359	- 0.7
Interest on Long-term Debt		3,007		2,818	+ 6.7
Other Interest Expense (Net)		1,282		1,271	+ 0.9
Total Interest Expense		$ 4,289		$ 4,089	+ 4.9
Net Income		$ 4,010		$ 4,270	- 6.1

Explanatory Notes

The gas utility industry is defined to be distribution and transmission companies. The income statement includes operations of mixed and manufactured gas utilities. Because this segment of the gas industry accounts for less than two percent of total operating revenues, the income statement can be considered to be representative of the natural gas utility industry.

The composite income account includes revenues from sales to ultimate consumers and from sales for resale. It should not be interpreted as a "net" or "consolidated" statement since the duplicative effect of including both pipeline sales for resale and distribution company sales to ultimate consumers has not been eliminated.

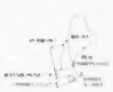
The data presented have been expanded from the reports received on the basis of their relationship to total industry data. For combination companies appropriate allocation of long-term debt interest and net income is made so that the data properly reflect the financial picture of distribution and pipeline company gas operations.

Although the composite income statement is confined to all investor-owned companies, municipal operations are included in the data for customers, sales and revenues of "Gas Utility Industry Operating Trends" reported in Part II. Totals may not equal the sum of their parts, due to independent rounding.

Table 1—Gas Utility Industry Customers, Sales and Revenues, United States, **THIRD** Quarter 1990

	Quarter Ending September 30		Percent	Twelve Months Ending September 30		Percent
	1990	1989	Change	1990	1989	Change
AVERAGE CUSTOMERS						
(Thousands)						
Residential	49,482.2	48,719.7	+ 1.6	49,520.9	48,777.1	+ 1.5
Commercial	4,182.2	4,096.6	+ 2.1	4,221.9	4,138.5	+ 2.0
Industrial	166.2	166.0	+ 0.1	167.2	167.4	- 0.1
Electric Generation	0.4	0.4	-	0.4	0.4	-
Other	47.1	46.8	+ 0.6	50.5	47.5	+ 6.3
TOTAL	53,878.1	53,029.5	+ 1.6	53,960.9	53,130.9	+ 1.6
SALES						
(Trillions of Btu)						
Residential	382.0	392.4	- 2.6	4,605.9	4,645.9	- 0.9
Commercial	260.4	257.3	+ 1.2	2,268.1	2,265.9	+ 0.1
Industrial	384.1	379.2	+ 1.3	2,010.2	1,995.5	+ 0.7
Electric Generation	462.2	434.9	+ 6.3	1,155.9	1,187.4	- 2.7
Other	31.4	34.7	- 9.5	194.5	178.9	+ 8.7
TOTAL	1,520.1	1,498.5	+ 1.4	10,234.6	10,273.6	- 0.4
REVENUES						
(Thousands $)						
Residential	2,601,632	2,646,431	- 1.7	25,563,168	25,382,478	+ 0.7
Commercial	1,212,567	1,231,889	- 1.6	10,815,239	10,776,688	+ 0.4
Industrial	1,106,905	1,168,591	- 5.3	6,153,715	6,225,618	- 1.2
Electric Generation	1,210,257	1,258,023	- 3.8	3,166,580	3,187,770	- 0.7
Other	77,728	84,243	- 7.7	609,961	567,673	+ 7.4
TOTAL	6,209,089	6,389,177	- 2.8	46,308,663	46,140,227	+ 0.4

Table 2—Gas Utility Industry Customers, Sales and Revenues, By Division, **THIRD** Quarter 1990

New England Division 

Middle Atlantic Division

East North Central Division

	Quarter Ending September 30		Percent	Quarter Ending September 30		Percent	Quarter Ending Septebmer 30		Percent
	1990	1989	Change	1990	1989	Change	1990	1989	Change
CUSTOMERS									
(Thousands)									
Residential	1,827.5	1,816.8	+ 0.6	8,165.9	8,076.3	+ 1.1	10,952.0	10,773.2	+ 1.7
Commercial	177.9	174.7	+ 1.9	679.7	659.6	+ 3.0	918.1	896.8	+ 2.4
Industrial	9.0	8.8	+ 2.5	23.4	23.8	- 1.8	49.5	48.9	+ 1.2
Elec. Generation	*	*	-	*	*	-	0.1	0.1	-
Other	4.3	4.3	- 0.1	12.2	11.5	+ 5.7	3.9	3.9	+ 0.7
TOTAL	2,018.7	2,004.6	+ 0.7	8,881.2	8,771.2	+ 1.3	11,923.6	11,723.9	+ 1.7
SALES									
(Trillions of Btu)									
Residential	13.7	13.8	- 0.5	64.4	63.9	+ 0.7	101.2	103.0	- 1.8
Commercial	13.0	11.5	+ 12.6	35.8	35.7	+ 0.2	38.0	37.3	+ 1.9
Industrial	16.3	13.6	+ 19.9	27.9	28.6	- 2.5	33.2	33.3	- 0.4
Elec. Generation	17.3	19.9	- 13.2	7.1	7.4	- 4.2	1.7	1.2	+ 43.9
Other	0.6	0.6	+ 0.9	3.9	3.8	+ 2.3	0.9	0.9	+ 4.4
TOTAL	60.9	59.4	+ 2.5	139.1	139.4	- 0.2	175.0	175.7	- 0.4
REVENUES									
(Thousands $)									
Residential	120,908	122,179	- 1.0	561,016	543,357	+ 3.3	603,807	622,738	- 3.0
Commercial	65,216	62,408	+ 4.5	202,435	200,988	+ 0.7	172,078	177,711	- 3.2
Industrial	56,972	49,606	+ 14.9	101,873	104,485	- 2.5	113,058	122,146	- 7.4
Elec. Generation	36,674	46,079	- 20.4	17,470	19,654	- 11.1	6,026	3,889	+ 29.9
Other	2,139	2,176	- 1.7	17,069	16,270	+ 4.9	3,619	3,915	- 7.5
TOTAL	281,909	282,448	- 0.2	899,863	884,754	+ 1.7	898,588	930,399	- 3.4

*Less than 50 customers.

Table 2—Continued

West North Central Division

South Atlantic Division

East South Central Division

	Quarter Ending September 30 1990	1989	Percent Change	Quarter Ending September 30 1990	1989	Percent Change	Quarter Ending September 30 1990	1989	Percent Change
CUSTOMERS (Thousands)									
Residential	4,210.7	4,150.1	+ 1.5	4,482.6	4,382.7	+ 2.3	2,218.3	2,166.7	+ 2.4
Commercial	452.0	437.0	+ 3.4	417.9	411.4	+ 1.6	226.6	219.9	+ 3.1
Industrial	12.1	12.3	- 1.7	17.8	17.5	+ 1.4	6.7	6.6	+ 1.3
Elec. Generation	0.2	0.2	-	*	*	-	*	*	-
Other	1.5	1.5	0.0	4.0	4.2	- 4.1	8.8	8.8	- 0.5
TOTAL	4,676.5	4,601.1	+ 1.6	4,922.3	4,815.8	+ 2.2	2,460.4	2,402.0	+ 2.4
SALES (Trillions of Btu)									
Residential	30.7	32.1	- 4.3	27.9	28.2	- 1.2	14.0	14.2	- 1.6
Commercial	34.7	34.2	+ 1.4	31.0	31.9	- 2.8	12.4	12.5	- 0.9
Industrial	24.8	25.9	- 4.1	57.7	52.8	+ 9.2	32.4	33.9	- 4.5
Elec. Generation	1.9	1.0	+ 91.4	112.1	58.2	+ 92.6	0.0	0.0	+ 68.9
Other	0.8	0.9	- 10.7	0.2	0.2	- 7.9	1.2	1.2	+ 3.5
TOTAL	92.9	94.1	- 1.3	228.9	171.3	+ 33.6	60.0	61.8	- 2.9
REVENUES (Thousands $)									
Residential	175,267	187,893	- 6.7	227,613	224,825	+ 1.2	93,945	94,817	- 0.9
Commercial	125,187	134,566	- 7.0	153,994	161,369	- 4.6	57,465	58,746	- 2.2
Industrial	63,978	71,708	- 10.8	175,900	177,147	- 0.7	85,849	95,039	- 9.7
Elec. Generation	4,507	2,547	+ 77.0	244,579	137,690	+ 77.6	191	114	+ 67.6
Other	1,540	2,125	- 27.5	811	964	- 15.9	4,706	4,426	+ 6.3
TOTAL	370,479	398,839	- 7.1	802,897	701,995	+ 14.4	242,156	253,142	- 4.3

*Less than 50 customers.

West South Central Division

Mountain Division

Pacific Division

	Quarter Ending September 30 1990	1989	Percent Change	Quarter Ending September 30 1990	1989	Percent Change	Quarter Ending September 30 1990	1989	Percent Change
CUSTOMERS (Thousands)									
Residential	5,394.7	5,329.7	+ 1.2	2,986.7	2,930.4	+ 1.9	9,243.8	9,093.8	+ 1.7
Commercial	471.4	471.5	0.0	299.6	293.3	+ 2.1	539.0	532.4	+ 1.2
Industrial	8.4	8.5	- 1.2	4.5	4.5	+ 1.0	34.8	35.1	- 0.8
Elec. Generation	*	*	-	0.1	0.1	-	*	*	-
Other	9.0	9.3	- 3.5	3.2	3.1	+ 2.2	0.2	0.2	+ 0.5
TOTAL	5,883.5	5,819.0	+ 1.1	3,294.1	3,231.4	+ 1.9	9,817.8	9,661.5	+ 1.6
SALES (Trillions of Btu)									
Residential	35.3	37.5	- 6.0	20.3	21.7	- 6.6	74.5	78.0	- 4.4
Commercial	27.6	27.6	0.0	16.9	17.9	- 5.4	51.0	48.7	+ 4.7
Industrial	110.0	110.3	- 0.2	10.7	12.4	- 13.8	71.1	68.4	+ 4.0
Elec. Generation	185.8	204.2	- 9.0	7.9	7.9	+ 0.2	128.4	135.1	- 5.0
Other	21.9	25.1	- 12.9	1.5	1.5	- 2.8	0.4	0.5	- 24.6
TOTAL	380.6	404.7	- 6.0	57.3	61.4	- 6.7	325.4	330.7	- 1.6
REVENUES (Thousands $)									
Residential	247,619	255,963	- 3.3	132,493	135,876	- 2.5	438,964	458,783	- 4.3
Commercial	127,270	130,574	- 2.5	78,195	80,931	- 3.4	230,727	224,596	+ 2.7
Industrial	249,741	291,361	- 14.3	30,146	34,284	- 12.1	229,388	222,815	+ 3.0
Elec. Generation	533,082	593,170	- 10.1	16,175	16,119	+ 0.3	351,553	438,761	- 19.9
Other	40,963	47,127	- 13.1	5,309	5,342	- 0.6	1,572	1,898	- 17.2
TOTAL	1,198,675	1,318,195	- 9.1	262,318	272,552	- 3.8	1,252,204	1,346,853	- 7.0

*Less than 50 customers.

Average Gas Prices for the Third Quarter 1990

($/MMBtu)

	Residential		Commercial		Industrial		Electric Generation	
	3rd Qtr 1990	Percent Change*	3rd Qtr 1990	Percent Change*	3rd Qtr 1990	Percent Change*	3rd Qtr 1990	Percent Change*
US	6.81	+ 1.0	4.66	- 2.7	2.88	- 10.4	2.62	- 11.1
NE	8.83	- 0.2	5.02	- 7.6	3.50	- 4.1	2.12	- 8.6
MA	8.71	+ 2.5	5.65	+ 0.4	3.65	0.0	2.46	- 7.5
ENC	5.97	- 1.3	4.53	- 4.8	3.41	- 7.1	3.54	- 8.9
WNC	5.71	- 2.4	3.61	- 8.1	2.58	- 7.2	2.37	- 4.7
SA	8.16	+ 2.4	4.97	- 1.8	3.05	- 13.1	2.18	- 8.0
ESC	6.71	+ 0.4	4.63	- 1.5	2.65	- 5.4	2.90	+ 19.3
WSC	7.01	+ 2.6	4.61	- 2.5	2.27	- 28.4	2.87	- 1.0
M	6.53	+ 4.3	4.63	+ 2.4	2.82	+ 2.2	2.05	- 10.8
P	5.89	+ 0.2	4.52	- 1.9	3.23	- 0.9	2.74	- 18.1

*Compared with the same quarter in 1989.

Average Gas Prices for the Year Ending September 30, 1990

($/MMBtu)

	Residential		Commercial		Industrial		Electric Generation	
	Price	Percent Change*	Price	Percent Change*	Price	Percent Change*	Price	Percent Change*
US	5.55	+ 1.6	4.77	+ 0.3	3.06	- 1.9	2.74	+ 2.0
NE	7.42	+ 4.4	5.99	+ 5.5	4.18	+ 5.6	2.29	- 8.7
MA	6.66	+ 4.6	5.65	+ 3.8	4.12	+ 4.5	2.70	- 1.2
ENC	4.94	- 2.4	4.43	- 3.4	3.76	- 4.7	3.56	+ 4.3
WNC	4.76	+ 4.6	4.09	+ 3.2	2.97	+ 1.3	2.74	+ 8.6
SA	6.40	+ 2.1	5.15	+ 1.1	3.42	- 1.8	2.39	- 1.5
ESC	5.24	+ 1.7	4.40	- 0.5	3.09	+ 1.9	1.72	+ 17.4
WSC	5.39	+ 3.5	4.52	+ 1.2	2.24	+ 1.4	2.72	+ 10.5
M	4.94	+ 0.0	4.09	- 2.8	2.97	- 1.2	2.05	0.0
P	5.47	+ 0.7	4.91	- 3.1	2.90	- 11.5	2.99	- 4.3

*Compared with the same year ending, September 30, 1989.

APPLIANCE AND HOUSING STATISTICS

(Thousands)

APPLIANCE SHIPMENTS	1990 Third Quarter	Percent Change[a]	Past Twelve Months	Percent Change[b]
Central Heating Equipment				
Warm Air Furnaces				
Gas	573.9	- 11.3	2,000.1	- 9.2
Oil[c]	42.4	- 27.0	152.4	- 18.9
Electric	78.9	+ 1.0	280.0	- 6.9
Boilers				
Gas	60.0	+ 7.9	190.6	- 4.8
Oil[c]	35.8	- 11.2	118.1	- 14.2
Other Gas Heating Equipment				
Wall Furnaces	33.9	- 28.0	146.5	- 16.7
Floor Furnaces	5.9	+ 11.3	18.4	- 4.7
Major Appliances				
Residential Ranges				
Gas	525.0	+ 1.0	2,213.7	+ 2.1
Electric	743.2	- 0.5	3,039.0	- 1.7
Residential Water Heaters				
Gas[c]	880.1	- 3.0	4,001.4	- 1.0
Electric[c]	770.1	0.0	3,287.0	- 1.6
Commercial Water Heaters				
Gas[c]	21.7	- 9.2	100.7	- 6.7
Electric[c]	4.8	+ 2.1	20.3	+ 2.0
Clothes Dryers				
Gas	245.8	- 1.4	1,029.0	- 1.4
Electric	816.2	- 3.1	3,432.6	- 2.4
HOUSING				
Total Housing Starts	307.0	- 16.1	1,262.0	- 10.9
Single-Family Starts	233.0	- 14.3	938.0	- 9.0
Total Housing Completions (private)	355.0	- 6.1	1,345.0	- 8.1
Mobile Home Shipments	50.5	+ 0.4	190.0	- 7.4

[a]Compared with same period in 1989.
[b]Past twelve months compared with same period a year ago.
[c]Data not expanded.

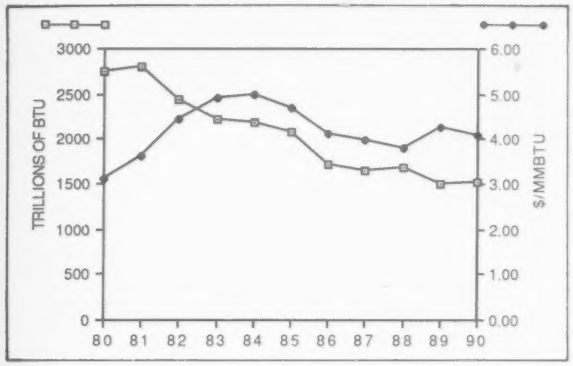
SOURCES: Gas Appliance Manufacturers Association, Statistical Highlights.
Association of Home Appliance Manufacturers, Newsline.
U.S. Department of Commerce, Housing Starts and Housing Completions.

Part II. Gas Utility Industry Historical Trends

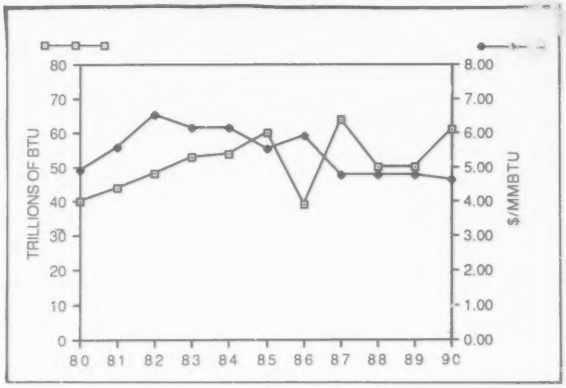
THIRD QUARTER GAS UTILITY SALES & PRICES

SALES PRICES

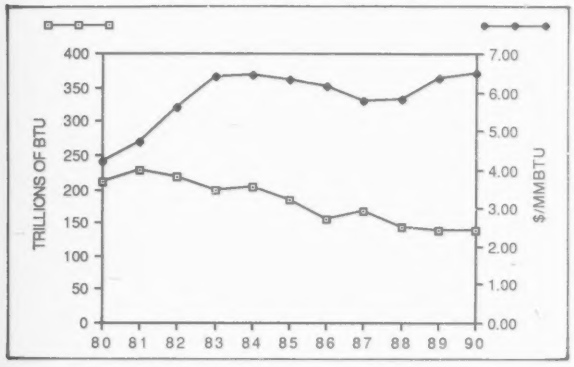
UNITED STATES



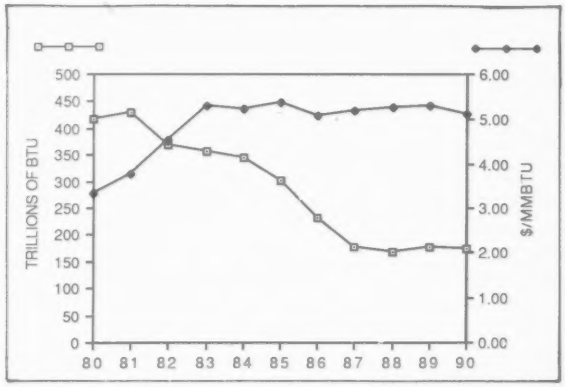
NEW ENGLAND



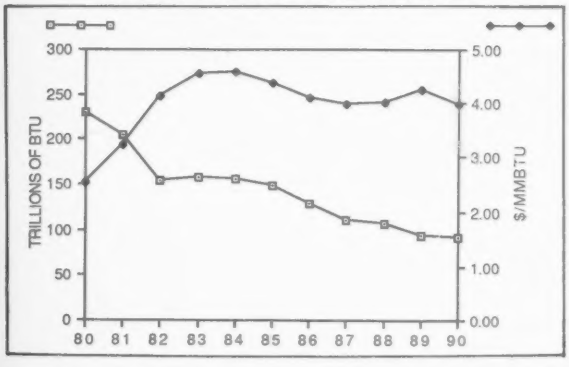
MIDDLE ATLANTIC



EAST NORTH CENTRAL



WEST NORTH CENTRAL



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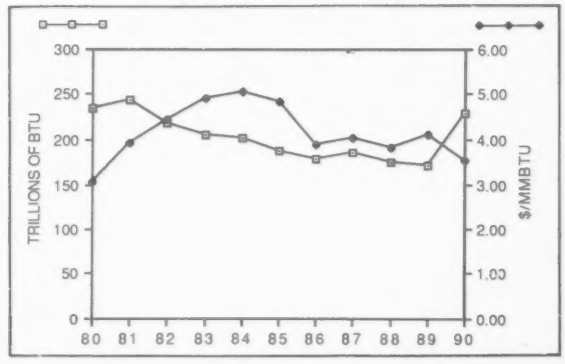
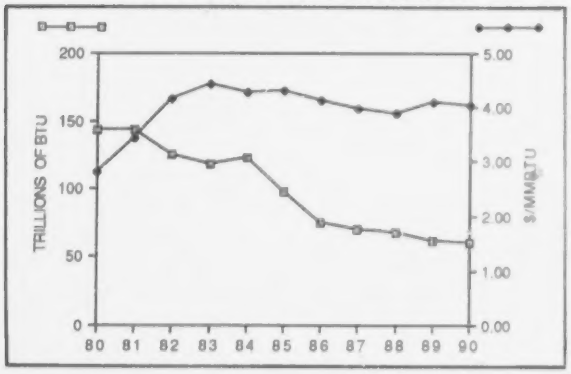


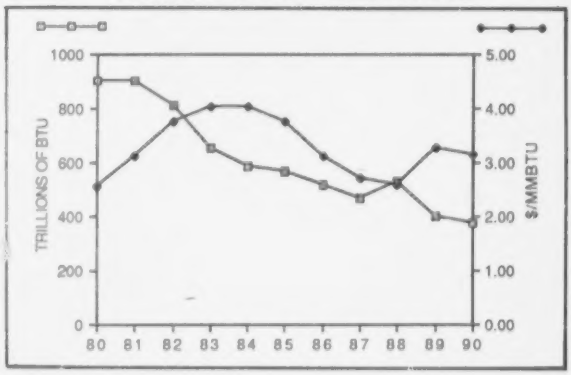
THIRD QUARTER GAS UTILITY SALES & PRICES

SALES PRICES

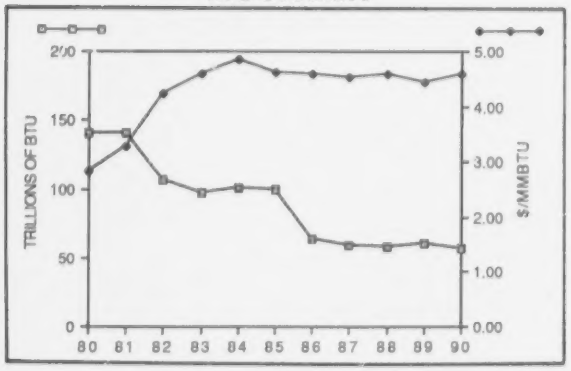
EAST SOUTH CENTRAL



WEST SOUTH CENTRAL



MOUNTAIN



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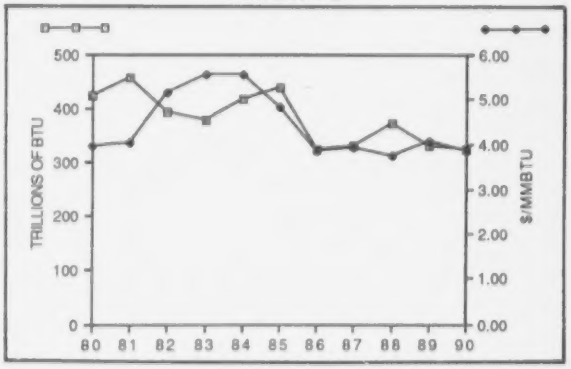

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Department of Statistics
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Editor—Carole Williams-Hopkins
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Fourth Quarter 1990

Part 1. Gas Utility Industry Operating Trends

Income Statement

Total operating revenues for the twelve month period ending December 31, 1990 were $65,508 million, a 6.9 percent decrease from the same period a year ago. At the same time, operating expenses decreased 6.7 percent to $59,977 million. Total interest expense increased 3.3 percent during the period and net income decreased 14.9 percent.

Prices

Average U.S. residential gas prices rose from $5.31/MMBtu in the fourth quarter 1989 to $5.48/MMBtu in the fourth quarter 1990, a 3.2 percent increase. Commercial gas prices increased 0.2 percent while industrial gas prices decreased 2.9 percent from the fourth quarter of 1989.

Customers, Sales, Revenues

The total number of customers in the fourth quarter 1990 increased 1.5 percent over the fourth quarter 1989 to 54,387,500.

Total sales in the fourth quarter 1990 decreased 12.6 percent from the fourth quarter 1989, while the twelve months ending December 31, 1990 recorded a decrease of 6.7 percent from the twelve months ending December 31, 1989.

Fourth quarter 1990 total revenues decreased 11.8 percent from the fourth quarter 1989, while the twelve months ending December 31, 1990 recorded a decrease of 5.9 percent from the twelve months ending December 31, 1989.

See Table 1 and Table 2 for detailed data on sales, revenues and customers.

INVESTOR-OWNED GAS UTILITY INDUSTRY INCOME STATEMENT
(Millions of Dollars)

	Twelve Months Ended 12/31/90		Twelve Months Ended 12/31/89		Percent Change 12/31/90-89
Total Operating Revenues		$ 65,508		$70,363	- 6.9
Operating Expenses:					
Operation Expenses	$ 50,410		$ 54,146		- 6.9
Maintenance Expenses	1,921		1,844		+ 4.2
Depreciation, Retirement, Depletion, Amortization, etc.	3,676		3,429		+ 7.2
Federal Income Taxes	1,210		1,490		- 18.8
All Other Taxes	2,760		3,353		- 17.7
Total Operating Expenses		59,977		64,262	- 6.7
Operating Income		5,531		6,101	- 9.3
Other Income - Net		2,671		2,663	+ 0.3
Income Before Interest Charges		8,202		8,764	- 6.4
Interest on Long-term Debt		3,012		2,850	+ 5.7
Other Interest Expense (Net)		1,211		1,238	- 2.2
Total Interest Expense		$ 4,223		$ 4,088	+ 3.3
Net Income		$ 3,979		$ 4,676	- 14.9

Explanatory Notes

The gas utility industry is defined to be distribution and transmission companies. The income statement includes operations of mixed and man factured gas utilities. Because this segment of the gas industry accounts for less than two percent of total operating revenues, the income statement can be considered to be representative of the natural gas utility industry.

The composite income account includes revenues from sales to ultimate consumers and from sales for resale. It should not be interpreted as a "net" or "consolidated" statement since the duplicative effect of including both pipeline sales for resale and distribution company sales to ultimate consumers has not been eliminated.

The data presented have been expanded from the reports received on the basis of their relationship to total industry data. For combination companies appropriate allocation of long-term debt interest and net income is made so that the data properly reflect the financial picture of distribution and pipeline company gas operations.

Although the composite income statement is confined to all investor-owned companies, municipal operations are included in the data for customers, sales and revenues of "Gas Utility Industry Operating Trends" reported in Part II. Totals may not equal the sum of their parts, due to independent rounding.

Table 1—Gas Utility Industry Customers, Sales and Revenues, United States,
FOURTH Quarter 1990

	Quarter Ending December 31		Percent	Twelve Months Ending December 31		Percent
	1990	1989	Change	1990	1989	Change
AVERAGE CUSTOMERS (Thousands)						
Residential	49,911.9	49,190.0	+ 1.5	49,701.4	48,980.5	+ 1.5
Commercial	4,261.2	4,176.7	+ 2.0	4,243.1	4,160.7	+ 2.0
Industrial	166.7	167.3	- 0.4	167.0	167.3	- 0.1
Electric Generation	0.4	0.4	-	0.4	0.4	-
Other	47.3	48.6	- 2.7	50.1	47.3	+ 6.1
TOTAL	54,387.5	53,583.0	+ 1.5	54,162.0	53,356.0	+ 1.5
SALES (Trillions of Btu)						
Residential	1,259.4	1,471.0	- 14.4	4,394.3	4,798.1	- 8.4
Commercial	614.5	691.1	- 11.1	2,191.5	2,322.7	- 5.6
Industrial	559.7	573.4	- 2.4	1,996.5	1,961.8	+ 1.8
Electric Generation	202.6	283.1	- 28.4	1,075.4	1,280.2	- 16.0
Other	53.9	60.3	- 10.6	188.1	188.3	- 0.1
TOTAL	2,690.1	3,078.9	- 12.6	9,845.8	10,551.1	- 6.7
REVENUES (Thousands $)						
Residential	6,901,428	7,806,621	- 11.6	24,657,975	26,171,772	- 5.8
Commercial	2,900,681	3,253,380	- 10.8	10,462,540	11,077,314	- 5.5
Industrial	1,708,640	1,798,164	- 5.0	6,064,191	6,211,444	- 2.4
Electric Generation	553,876	831,279	- 33.4	2,889,177	3,448,967	- 16.2
Other	165,452	177,626	- 6.9	597,787	583,884	+ 2.4
TOTAL	12,230,077	13,867,070	- 11.8	44,671,670	47,493,381	- 5.9

Table 2—Gas Utility Industry Customers, Sales and Revenues, By Division,
FOURTH Quarter 1990

New England Division

Middle Atlantic Division

East North Central Division

	Quarter Ending December 31		Percent	Quarter Ending December 31		Percent	Quarter Ending December 31		Percent
	1990	1989	Change	1990	1989	Change	1990	1989	Change
CUSTOMERS (Thousands)									
Residential	1,846.4	1,831.0	+ 0.8	8,181.4	8,094.8	+ 1.1	11,080.7	10,918.0	+ 1.5
Commercial	180.9	178.2	+ 1.5	685.3	666.9	+ 2.8	932.2	914.8	+ 1.9
Industrial	9.3	8.9	+ 4.9	23.4	23.9	- 2.1	49.8	49.7	+ 0.2
Elec. Generation	*	*	-	*	*	-	0.1	0.1	-
Other	4.4	4.3	+ 1.2	12.0	11.8	+ 2.0	4.0	4.0	+ 0.6
TOTAL	2,041.0	2,022.4	+ 0.9	8,902.1	8,797.4	+ 1.2	12,066.8	11,886.6	+ 1.5
SALES (Trillions of Btu)									
Residential	39.1	48.8	- 20.0	204.9	257.6	- 20.5	426.8	524.5	- 18.6
Commercial	26.1	29.3	- 10.9	89.7	105.6	- 15.1	158.3	195.0	- 18.8
Industrial	19.0	15.8	+ 20.2	51.8	53.4	- 3.0	70.1	80.4	- 12.7
Elec. Generation	7.5	11.8	- 36.2	2.1	2.3	- 8.3	0.6	1.1	- 44.4
Other	0.9	1.1	- 20.3	8.9	10.1	- 11.5	2.7	3.3	- 18.0
TOTAL	92.6	106.8	- 13.3	357.4	429.0	- 16.7	658.5	804.3	- 18.1
REVENUES (Thousands $)									
Residential	314,619	359,154	- 12.4	1,370,848	1,680,373	- 18.4	2,041,790	2,441,748	- 16.4
Commercial	167,619	178,546	- 6.1	485,262	586,278	- 17.2	692,316	836,029	- 17.2
Industrial	84,575	68,129	+ 24.1	202,173	213,353	- 5.2	258,053	298,845	- 13.6
Elec. Generation	23,295	29,054	- 19.8	6,704	6,741	- 0.5	2,966	3,932	- 24.5
Other	4,544	5,527	- 17.8	41,873	48,906	- 14.4	10,565	12,440	- 15.1
TOTAL	594,652	640,410	- 7.1	2,106,860	2,535,651	- 16.9	3,005,690	3,592,994	- 16.3

*Less than 50 customers.

Table 2—Continued

West North Central Division

South Atlantic Division

East South Central Division

	Quarter Ending December 31 1990	1989	Percent Change	Quarter Ending December 31 1990	1989	Percent Change	Quarter Ending December 31 1990	1989	Percent Change
CUSTOMERS									
(Thousands)									
Residential	4,230.4	4,205.6	+ 0.6	4,526.1	4,426.5	+ 2.3	2,239.2	2,206.5	+ 1.5
Commercial	464.6	446.3	+ 4.1	427.0	416.7	+ 2.5	238.6	234.6	+ 1.7
Industrial	12.4	12.3	+ 1.0	18.0	17.7	+ 1.6	6.7	6.7	0.0
Elec. Generation	0.2	0.2	-	*	*	-	*	*	-
Other	0.0	1.5	0.0	4.3	5.0	- 13.3	9.4	9.5	- 1.3
TOTAL	4,707.6	4,665.9	+ 0.9	4,975.4	4,865.9	+ 2.2	2,493.9	2,457.3	+ 1.5
SALES									
(Trillions of Btu)									
Residential	120.2	140.7	- 14.5	84.1	108.0	- 22.1	46.5	55.0	- 15.4
Commercial	74.7	81.5	- 8.4	58.2	68.3	- 14.8	27.9	32.8	- 15.0
Industrial	36.4	41.9	- 13.2	80.0	76.7	+ 4.3	40.6	44.5	- 8.8
Elec. Generation	0.8	1.0	- 15.5	34.0	40.6	- 16.3	0.1	0.1	- 15.0
Other	0.0	1.3	0.0	1.0	1.2	- 18.3	3.7	3.8	- 1.9
TOTAL	232.1	266.4	- 12.9	257.3	294.8	- 12.7	118.8	136.2	- 12.8
REVENUES									
(Thousands $)									
Residential	565,350	639,536	- 11.6	547,855	653,687	- 16.2	232,435	279,302	- 16.8
Commercial	298,018	331,058	- 10.0	298,824	344,188	- 13.2	126,253	144,786	- 12.8
Industrial	109,349	126,723	- 13.7	297,565	273,447	+ 8.8	126,516	139,013	- 9.0
Elec. Generation	2,627	3,145	- 16.5	96,830	106,477	- 9.1	90	101	- 10.4
Other	0	3,734	0.0	5,409	5,743	- 5.8	13,545	13,970	- 3.0
TOTAL	975,344	1,104,196	- 11.7	1,246,483	1,383,542	- 9.9	498,839	577,172	- 13.6

*Less than 50 customers.

West South Central Division

Mountain Division

Pacific Division

	Quarter Ending December 31 1990	1989	Percent Change	Quarter Ending December 31 1990	1989	Percent Change	Quarter Ending December 31 1990	1989	Percent Change
CUSTOMERS									
(Thousands)									
Residential	5,446.2	5,368.9	+ 1.4	3,079.0	2,978.0	+ 3.4	9,282.5	9,160.7	+ 1.3
Commercial	483.8	482.0	0.4	307.7	299.8	+ 2.7	541.1	537.4	+ 0.7
Industrial	8.0	8.5	- 6.0	4.5	4.5	+ 0.9	34.6	35.1	- 1.4
Elec. Generation	*	*	-	0.1	0.1	-	*	*	-
Other	9.8	9.2	+ 6.8	3.2	3.1	+ 2.2	0.2	0.2	0.0
TOTAL	5,947.8	5,868.6	+ 1.4	3,394.5	3,285.5	+ 3.3	9,858.4	9,733.4	+ 1.3
SALES									
(Trillions of Btu)									
Residential	98.9	115.5	- 14.3	70.8	64.7	+ 9.4	168.1	156.2	+ 7.6
Commercial	54.4	61.4	- 11.5	42.8	41.7	+ 2.7	82.4	75.5	+ 9.1
Industrial	144.4	153.7	- 6.1	14.4	14.4	- 0.2	103.0	92.6	+ 11.3
Elec. Generation	58.8	79.7	- 26.3	5.0	13.9	- 63.9	93.7	132.6	- 29.3
Other	33.0	36.3	- 9.0	3.0	2.6	+ 14.1	0.7	0.6	+ 8.5
TOTAL	389.5	446.6	- 12.8	136.0	137.3	- 1.0	447.9	457.5	- 2.1
REVENUES									
(Thousands $)									
Residential	541,306	604,069	- 10.4	340,860	323,458	+ 5.4	946,365	825,294	+ 14.7
Commercial	251,610	279,195	- 9.9	174,384	177,148	- 1.6	406,395	376,152	+ 8.0
Industrial	302,497	324,498	- 6.8	36,804	43,324	- 15.0	291,108	310,832	- 6.3
Elec. Generation	155,900	233,313	- 33.2	9,376	26,138	- 64.1	256,088	422,378	- 39.4
Other	75,617	74,935	+ 0.9	11,144	9,839	+ 13.3	2,755	2,532	+ 8.8
TOTAL	1,326,930	1,516,010	- 12.5	572,568	579,907	- 1.3	1,902,711	1,937,188	- 1.8

*Less than 50 customers.

Average Gas Prices for the Fourth Quarter 1990

($/MMBtu)

	Residential		Commercial		Industrial		Electric Generation	
	4th Qtr 1990	Percent Change*	4th Qtr 1990	Percent Change*	4th Qtr 1990	Percent Change*	4th Qtr 1990	Percent Change*
US	5.48	+ 3.2	4.72	+ 0.2	3.05	- 2.9	2.73	- 7.1
NE	8.05	+ 9.4	6.42	+ 5.4	4.45	+ 3.3	3.11	+ 26.4
MA	6.69	+ 2.6	5.41	- 2.5	3.90	- 2.5	3.19	+ 8.9
ENC	4.78	+ 2.6	4.37	+ 1.9	3.68	- 1.1	4.94	+ 38.4
WNC	4.70	+ 3.3	3.99	- 1.7	3.00	- 0.3	3.28	+ 4.1
SA	6.51	+ 7.6	5.13	+ 1.8	3.72	+ 4.2	2.85	+ 8.8
ESC	5.00	- 1.6	4.53	+ 2.7	3.12	0.0	1.01	0.0
WSC	5.47	+ 4.6	4.63	+ 1.8	2.09	- 0.9	2.65	- 9.6
M	4.82	- 3.6	4.07	- 4.2	2.56	- 14.9	1.88	0.0
P	5.63	+ 6.6	4.93	- 1.0	2.83	- 15.8	2.73	- 14.4

*Compared with the same quarter in 1989.

Average Gas Prices for the Year Ending 1990

($/MMBtu)

	Residential		Commercial		Industrial		Electric Generation	
	Price	Percent Change*	Price	Percent Change*	Price	Percent Change*	Price	Percent Change*
US	5.61	+ 2.9	4.77	+ 0.1	3.04	- 4.1	2.69	- 8.3
NE	7.58	+ 5.7	6.06	+ 4.3	4.23	+ 4.6	2.40	- 3.9
MA	6.72	+ 3.9	5.61	+ 1.3	4.09	+ 1.8	2.73	- 2.7
ENC	5.00	+ 0.5	4.47	- 1.2	3.75	- 3.4	3.77	+ 10.5
WNC	4.81	+ 5.7	4.07	+ 2.0	2.96	+ 0.4	2.75	+ 5.0
SA	6.54	+ 4.7	5.18	+ 1.5	3.46	- 1.3	2.42	- 3.2
ESC	5.22	+ 1.8	4.43	+ 0.5	3.09	+ 1.5	1.72	+ 37.3
WSC	5.46	+ 4.7	4.54	+ 0.9	2.23	- 1.6	2.66	+ 8.6
M	4.89	- 2.1	4.05	- 4.9	2.84	- 2.9	2.13	+ 8.8
P	5.56	+ 2.7	4.89	- 3.3	2.77	- 16.1	2.87	- 7.9

*Compared with the same year ending, December 31, 1989.

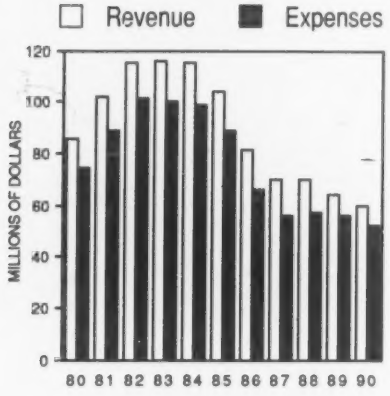
APPLIANCE AND HOUSING STATISTICS
(Thousands)

APPLIANCE SHIPMENTS	1990 Fourth Quarter	Percent Change[a]	Past Twelve Months	Percent Change[b]
Central Heating Equipment				
Warm Air Furnaces				
Gas	561.7	- 8.1	1,950.5	- 9.8
Oil[c]	44.6	- 23.9	138.5	- 22.6
Electric	57.2	0.0	280.0	- 6.1
Boilers				
Gas	81.8	+ 19.8	204.0	+ 6.4
Oil[c]	35.1	- 14.6	112.1	- 13.8
Other Gas Heating Equipment				
Wall Furnaces	60.7	+ 7.8	150.9	- 13.0
Floor Furnaces	6.3	- 4.5	18.0	- 2.4
Major Appliances				
Residential Ranges				
Gas	562.0	- 8.3	2,167.0	0.0
Electric	758.4	- 6.2	2,989.1	- 1.9
Residential Water Heaters				
Gas[c]	1,064.7	- 8.2	3,906.3	- 5.4
Electric[c]	840.0	- 6.7	3,226.3	- 4.2
Commercial Water Heaters				
Gas[c]	24.9	- 7.1	98.9	- 7.1
Electric[c]	4.8	- 2.0	20.1	+ 1.8
Clothes Dryers				
Gas	252.8	- 9.6	1,002.2	- 4.7
Electric	796.7	- 12.6	3,317.9	- 5.8
HOUSING				
Total Housing Starts	233.0	- 22.8	1,193.0	- 13.3
Single-Family Starts	174.0	- 19.8	895.0	- 10.9
Total Housing Completions (private)	332.0	- 10.0	1,308.0	- 8.1
Mobile Home Shipments	42.6	- 4.3	188.1	- 5.0

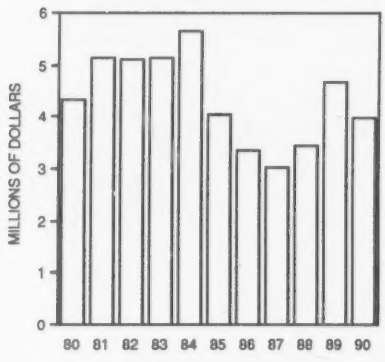
[a]Compared with same period in 1989.
[b]Past twelve months compared with same period a year ago.
[c]Data not expanded.
SOURCES: Gas Appliance Manufacturers Association, Statistical Highlights.
Association of Home Appliance Manufacturers, Newsline.
U.S. Department of Commerce, Housing Starts and Housing Completions.

Part II. Gas Utility Industry Historical Trends
Fourth Quarter Select Statistics

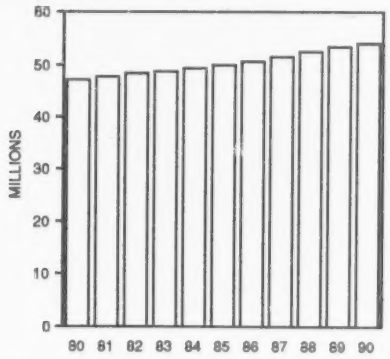
TOTAL OPERATING REVENUES & EXPENSES
12 MONTH PERIOD



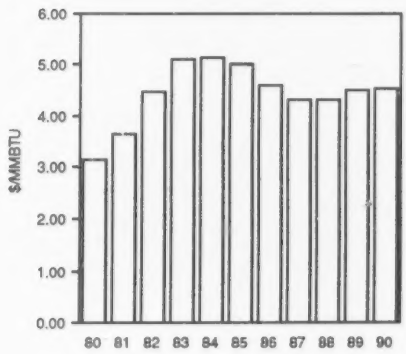
NET INCIMPE
12 MONTH PERIOD



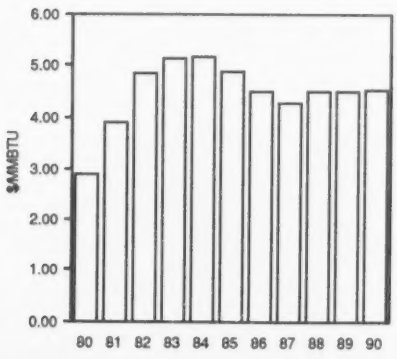
TOTAL GAS CUSTOMERS



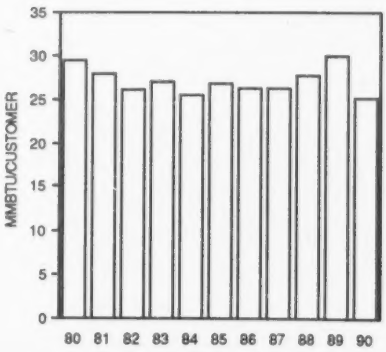
TOTAL INDUSTRY PRICES
12 MONTH PERIOD



TOTAL INDUSTRY PRICES

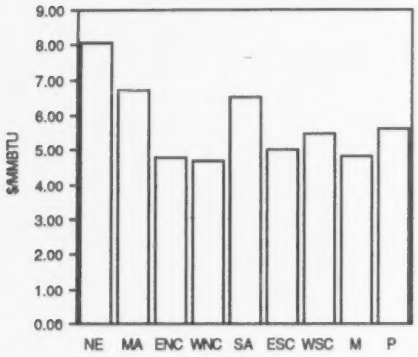


RESIDENTIAL CONSUMPTION

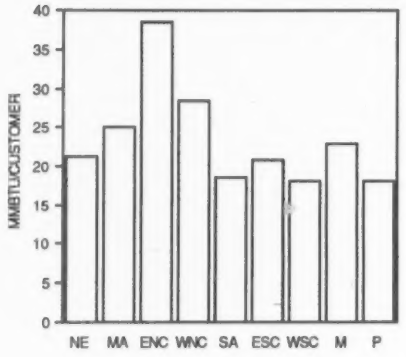


Fourth Quarter Select Statistics

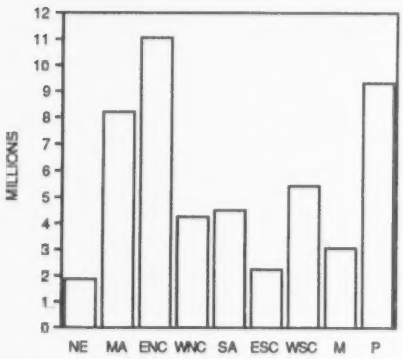
RESIDENTIAL PRICES



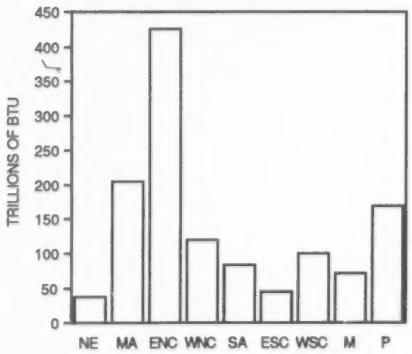
RESIDENTIAL CONSUMPTION



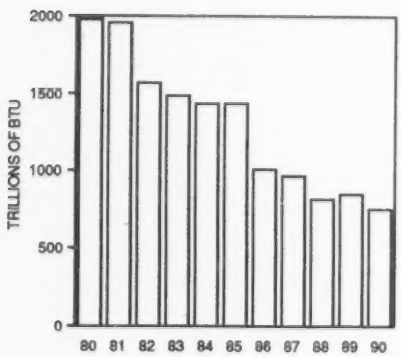
RESIDENTIAL CUSTOMERS



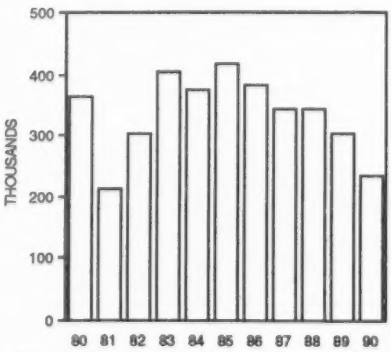
RESIDENTIAL SALES



INDUSTRIAL SALES



TOTAL HOUSING STARTS*



*Dept. of Commerce Housing Starts

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American Gas Association

Planning and Analysis

Department of Statistics
1515 Wilson Boulevard
Arlington, Virginia 22209

Gas Stats

Quarterly Report of Gas Industry Operations

First Quarter 1991

Part 1. Gas Utility Industry Operating Trends

Income Statement

Total operating revenues for the twelve month period ending March 31, 1991 were $66,353 million, a 3.7 percent decrease from the same period a year ago. At the same time, operating expenses decreased 5.0 percent to $59,788 million. Total interest expense increased 6.0 percent during the period and net income decreased 2.9 percent.

Prices

Average U.S. residential gas prices fell from $5.35/MMBtu in the first quarter 1990 to $5.34/MMBtu in the first quarter 1991, a 0.2 percent decrease. Commercial gas prices decreased 0.6 percent while industrial gas prices decreased 5.2 percent from the first quarter of 1990.

Customers, Sales, Revenues

The total number of customers in the first quarter 1991 increased 1.6 percent over the first quarter 1990 to 55,297,800.

Total sales in the first quarter 1991 increased 3.9 percent from the first quarter 1990, while the twelve months ending March 31, 1991 recorded a decrease of 2.8 percent from the twelve months ending March 31, 1990.

First quarter 1991 total revenues increased 3.0 percent from the first quarter 1990, while the twelve months ending March 31, 1991 recorded a decrease of 3.2 percent from the twelve months ending March 31, 1990.

See Table 1 and Table 2 for detailed data on sales, revenues and customers.

INVESTOR-OWNED GAS UTILITY INDUSTRY INCOME STATEMENT
(Millions of Dollars)

	Twelve Months Ended 03/31/91		Twelve Months Ended 03/31/90		Percent Change 03/31/91-90
Total Operating Revenues		$ 66,353		$68,902	- 3.7
Operating Expenses:					
Operation Expenses	$ 49,417		$ 53,023		- 6.8
Maintenance Expenses	1,904		1,887		+ 0.9
Depreciation, Retirement, Depletion, Amortization, etc.	3,782		3,525		+ 7.3
Federal Income Taxes	1,496		1,388		+ 7.8
All Other Taxes	3,189		3,139		+ 1.6
Total Operating Expenses		59,788		62,962	- 5.0
Operating Income		6,565		5,940	+ 10.5
Other Income - Net		2,048		2,559	- 19.9
Income Before Interest Charges		8,613		8,499	+ 1.3
Interest on Long-term Debt		3,001		2,818	+ 6.5
Other Interest Expense (Net)		1,296		1,236	+ 4.9
Total Interest Expense		$ 4,297		$ 4,054	+ 6.0
Net Income		$ 4,316		$ 4,445	- 2.9

Explanatory Notes

The gas utility industry is defined to be distribution and transmission companies. The income statement includes operations of mixed and manufactured gas utilities. Because this segment of the gas industry accounts for less than two percent of total operating revenues, the income statement can be considered to be representative of the natural gas utility industry.

The composite income account includes revenues from sales to ultimate consumers and from sales for resale. It should not be interpreted as a "net" or "consolidated" statement since the duplicative effect of including both pipeline sales for resale and distribution company sales to ultimate consumers has not been eliminated.

The data presented have been expanded from the reports received on the basis of their relationship to total industry data. For combination companies appropriate allocation of long-term debt interest and net income is made so that the data properly reflect the financial picture of distribution and pipeline company gas operations.

Although the composite income statement is confined to all investor-owned companies, municipal operations are included in the data for customers, sales and revenues of "Gas Utility Industry Operating Trends" reported in Part II. Totals may not equal the sum of their parts, due to independent rounding.

Table 1—Gas Utility Industry Customers, Sales and Revenues, United States, **FIRST** Quarter 1991

	Quarter Ending March 31		Percent	Twelve Months Ending March 31		Percent
	1991	1990	Change	1991	1990	Change
AVERAGE CUSTOMERS (Thousands)						
Residential	50,719.7	49,909.6	+ 1.6	49,953.5	49,140.5	+ 1.7
Commercial	4,364.1	4,287.6	+ 1.8	4,264.0	4,179.8	+ 2.0
Industrial	164.9	167.6	- 1.6	166.5	167.0	- 0.3
Electric Generation	0.5	0.4	*	0.4	0.4	-
Other	48.6	48.3	+ 0.6	48.0	49.9	- 3.9
TOTAL	55,297.8	54,413.5	+ 1.6	54,432.3	53,537.6	+ 1.7
SALES (Trillions of Btu)						
Residential	2,082.8	1,973.4	+ 5.5	4,503.8	4,629.9	- 2.7
Commercial	940.4	898.5	+ 4.7	2,231.9	2,259.0	- 1.2
Industrial	541.8	567.3	- 4.5	1,911.7	1,952.0	- 2.1
Electric Generation	177.9	163.3	+ 8.9	1,055.4	1,139.5	- 7.4
Other	63.9	60.3	+ 6.0	184.8	190.5	- 3.0
TOTAL	3,806.8	3,662.8	+ 3.9	9,887.6	10,170.9	- 2.8
REVENUES (Thousands $)						
Residential	11,114,214	10,564,309	+ 5.2	25,116,701	25,531,932	- 1.6
Commercial	4,604,026	4,425,792	+ 4.0	10,656,122	10,853,724	- 1.8
Industrial	1,779,945	1,970,113	- 9.6	5,829,664	6,235,850	- 6.5
Electric Generation	464,606	475,258	- 2.2	2,824,994	3,279,416	- 13.9
Other	214,243	215,332	- 0.5	564,449	584,295	- 3.4
TOTAL	18,177,034	17,651,304	+ 3.0	44,991,930	46,485,217	- 3.2

Table 2—Gas Utility Industry Customers, Sales and Revenues, By Division, **FIRST** Quarter 1991

New England Division

Middle Atlantic Division

East North Central Division

	Quarter Ending March 31		Percent	Quarter Ending March 31		Percent	Quarter Ending March 31		Percent
	1991	1990	Change	1991	1990	Change	1991	1990	Change
CUSTOMERS (Thousands)									
Residential	1,986.3	1,860.1	+ 6.8	8,259.6	8,180.3	+ 1.0	11,215.0	11,042.7	+ 1.6
Commercial	187.6	184.2	+ 1.9	695.7	682.3	+ 2.0	951.0	931.6	+ 2.1
Industrial	9.1	9.2	- 1.4	23.4	23.8	- 1.6	50.8	50.8	0.0
Elec. Generation	*	*	-	*	*	-	0.1	0.1	-
Other	4.7	4.5	+ 3.4	12.2	12.0	+ 1.7	4.2	4.1	+ 1.4
TOTAL	2,187.7	2,058.0	+ 6.3	8,990.9	8,898.4	+ 1.0	12,221.1	12,029.3	+ 1.6
SALES (Trillions of Btu)									
Residential	74.1	76.9	- 3.7	353.1	342.7	+ 3.0	635.9	578.5	+ 9.9
Commercial	43.6	41.4	+ 5.3	135.6	137.8	- 1.6	234.3	220.0	+ 6.5
Industrial	16.5	15.4	+ 7.2	54.1	58.3	- 7.2	80.9	87.0	- 7.0
Elec. Generation	3.9	2.8	+ 40.9	8.5	5.5	+ 53.7	1.0	0.9	+ 5.7
Other	0.7	1.0	- 30.9	13.1	13.9	- 5.7	4.1	3.8	+ 8.5
TOTAL	138.8	137.5	- 0.9	564.4	558.2	+ 1.1	956.2	890.2	+ 7.4
REVENUES (Thousands $)									
Residential	560,788	568,844	- 1.4	2,220,588	2,166,005	+ 2.5	3,083,759	2,801,380	+ 10.1
Commercial	285,777	270,750	+ 5.6	797,918	793,159	+ 0.6	1,051,068	985,900	+ 6.6
Industrial	83,915	81,972	+ 2.4	240,253	270,464	- 11.2	319,665	349,094	- 8.4
Elec. Generation	11,881	7,857	+ 51.2	24,809	16,737	+ 48.2	3,057	2,779	+ 10.1
Other	5,048	6,427	- 21.4	68,169	72,776	- 6.3	16,288	14,959	+ 8.9
TOTAL	947,409	935,850	+ 0.9	3,351,737	3,319,141	+ 1.0	4,473,837	4,154,112	+ 7.7

*Less than 50 customers.

Table 2—Continued

West North Central Division

South Atlantic Division

East South Central Division

	Quarter Ending March 31		Percent	Quarter Ending March 31		Percent	Quarter Ending March 31		Percent
	1991	1990	Change	1991	1990	Change	1991	1990	Change
CUSTOMERS (Thousands)									
Residential	4,302.3	4,255.5	+ 1.1	4,715.2	4,559.7	+ 2.5	2,276.7	2,282.9	- 0.3
Commercial	475.2	456.4	+ 4.1	449.0	438.6	+ 2.4	252.6	248.9	+ 1.5
Industrial	11.4	11.9	- 3.9	16.2	16.0	+ 1.2	6.8	6.9	- 1.9
Elec. Generation	0.2	0.2	-	0.2	0.1	-	*	*	-
Other	1.4	1.4	0.0	3.9	4.8	- 18.9	9.7	9.8	- 0.9
TOTAL	4,790.5	4,725.4	+ 1.4	5,184.5	5,059.2	+ 2.5	2,545.8	2,548.5	- 0.1
SALES (Trillions of Btu)									
Residential	215.2	196.1	+ 9.8	162.2	155.5	+ 4.3	89.4	84.2	+ 6.2
Commercial	118.8	108.4	+ 9.6	97.2	92.8	+ 4.8	49.5	46.8	+ 5.8
Industrial	39.7	40.2	- 1.2	80.8	92.9	- 13.1	41.6	42.7	- 2.7
Elec. Generation	0.9	0.8	+ 13.2	8.1	8.3	- 2.8	0.1	0.1	- 15.5
Other	0.9	0.9	+ 2.2	1.1	0.7	+ 52.9	4.1	3.9	+ 4.2
TOTAL	375.5	346.4	+ 8.4	349.4	350.2	- 0.2	184.7	177.7	+ 3.9
REVENUES (Thousands $)									
Residential	935,387	905,505	+ 3.3	976,435	949,932	+ 2.8	476,431	415,698	+ 14.6
Commercial	470,233	458,674	+ 2.5	504,153	495,970	+ 1.7	236,164	212,933	+ 10.9
Industrial	113,466	132,399	- 14.3	281,967	341,034	- 17.3	132,748	146,021	- 9.1
Elec. Generation	3,093	2,938	+ 5.3	21,989	22,466	- 2.1	235	276	- 14.5
Other	3,631	3,753	- 3.3	6,236	4,370	+ 42.7	17,368	15,848	+ 9.6
TOTAL	1,525,810	1,503,269	+ 1.5	1,790,780	1,813,772	- 1.3	862,946	790,776	+ 9.1

*Less than 50 customers.

West South Central Division

Mountain Division

Pacific Division

	Quarter Ending March 31		Percent	Quarter Ending March 31		Percent	Quarter Ending March 31		Percent
	1991	1990	Change	1991	1990	Change	1991	1990	Change
CUSTOMERS (Thousands)									
Residential	5,485.6	5,396.0	+ 1.7	3,082.2	3,023.5	+ 1.9	9,396.8	9,268.9	+ 1.4
Commercial	487.1	485.7	+ 0.3	309.8	307.2	+ 0.9	556.1	552.7	+ 0.6
Industrial	7.7	8.4	- 7.9	4.3	4.6	- 1.6	35.2	36.0	- 2.3
Elec. Generation	0.0	0.0	-	*	*	-	*	*	-
Other	9.0	8.3	+ 8.8	3.3	3.2	+ 2.2	0.2	0.2	+ 1.5
TOTAL	5,989.4	5,898.4	+ 1.5	3,399.6	3,338.5	+ 1.8	9,988.3	9,857.8	+ 1.3
SALES (Trillions of Btu)									
Residential	179.8	165.7	+ 8.5	130.9	119.7	+ 9.4	242.2	254.1	- 4.7
Commercial	86.1	80.2	+ 7.3	74.0	69.1	+ 7.1	101.3	102.0	- 0.7
Industrial	125.2	130.9	- 4.4	10.1	12.4	- 18.2	92.9	87.5	+ 6.2
Elec. Generation	54.0	53.8	+ 0.3	6.5	7.0	- 6.7	94.9	84.1	+ 12.8
Other	34.5	30.3	+ 13.7	4.4	4.8	- 8.7	1.0	1.0	+ 2.7
TOTAL	479.6	460.9	+ 4.1	225.9	213.0	+ 6.1	532.3	528.7	+ 0.7
REVENUES (Thousands $)									
Residential	878,190	804,719	+ 9.1	575,741	561,754	+ 2.5	1,406,894	1,390,972	+ 1.1
Commercial	391,092	358,965	+ 9.0	289,119	285,324	+ 1.3	578,502	564,117	+ 2.6
Industrial	297,147	299,242	- 0.7	34,123	41,492	- 17.8	276,661	308,395	- 10.3
Elec. Generation	132,469	132,650	- 0.1	11,896	13,867	- 14.2	255,177	275,688	- 7.4
Other	78,409	76,721	+ 2.2	15,005	16,491	- 9.0	4,089	3,987	+ 2.6
TOTAL	1,777,307	1,672,297	+ 6.3	925,885	918,928	+ 0.8	2,521,323	2,543,159	- 0.9

*Less than 50 customers.

Average Gas Prices for the First Quarter 1991

($/MMBtu)

	Residential		Commercial		Industrial		Electric Generation	
	1st Qtr 1991	Percent Change*	1st Qtr 1991	Percent Change*	1st Qtr 1991	Percent Change*	1st Qtr 1991	Percent Change*
US	5.34	- 0.2	4.90	- 0.6	3.29	- 5.2	2.61	- 10.3
NE	7.57	+ 2.3	6.55	+ 0.2	5.09	- 4.3	3.05	+ 8.5
MA	6.29	- 0.5	5.88	+ 2.1	4.44	- 4.3	2.92	- 3.9
ENC	4.85	+ 0.2	4.49	+ 0.2	3.95	- 1.5	3.06	- 1.0
WNC	4.35	- 5.8	3.96	- 6.4	2.86	- 13.1	3.44	- 6.3
SA	6.02	- 1.5	5.19	- 2.8	3.49	- 4.9	2.71	0.0
ESC	5.33	+ 7.9	4.77	+ 4.8	3.19	- 6.7	2.35	- 14.9
WSC	4.88	+ 0.4	4.54	+ 1.3	2.37	+ 3.5	2.45	- 0.8
M	4.40	- 6.2	3.91	- 5.3	3.38	+ 0.9	1.83	- 7.6
P	5.81	+ 6.2	5.71	+ 3.3	2.98	- 15.3	2.69	- 18.0

*Compared with the same quarter in 1990.

Average Gas Prices for the Year Ending March 31, 1991

($/MMBtu)

	Residential		Commercial		Industrial		Electric Generation	
	Price	Percent Change*	Price	Percent Change*	Price	Percent Change*	Price	Percent Change*
US	5.58	+ 1.1	4.77	- 0.6	3.05	- 4.5	2.68	- 7.0
NE	7.73	+ 3.7	6.10	+ 0.4	4.15	- 0.1	2.47	- 1.6
MA	6.68	+ 1.2	5.69	+ 0.7	4.04	- 2.5	2.75	- 1.6
ENC	4.98	+ 1.0	4.45	- 0.1	3.65	- 4.6	3.58	+ 6.0
WNC	4.63	- 2.0	3.91	- 4.6	2.81	- 6.1	2.73	- 4.7
SA	6.44	+ 2.1	5.09	- 1.1	3.38	- 3.6	2.40	- 5.9
ESC	5.42	+ 4.3	4.64	+ 3.6	3.02	- 2.3	1.38	+ 0.3
WSC	5.40	+ 1.5	4.57	+ 0.4	2.22	- 2.4	2.75	- 2.7
M	4.75	- 4.9	4.02	- 5.3	2.82	- 5.5	1.97	- 0.1
P	5.72	+ 5.1	5.06	+ 1.1	2.99	- 11.0	2.80	- 11.6

*Compared with the same year ending March 31, 1990.

APPLIANCE AND HOUSING STATISTICS

(Thousands)

APPLIANCE SHIPMENTS	1991 First Quarter	Percent Change[a]	Past Twelve Months	Percent Change[b]
Central Heating Equipment				
Warm Air Furnaces				
Gas	403.2	- 3.3	1,936.9	- 11.0
Oil[c]	23.7	- 16.8	133.6	- 21.5
Electric	61.5	- 15.8	268.5	- 9.4
Boilers				
Gas	31.6	- 6.0	202.0	+ 6.7
Oil[c]	16.8	- 20.4	107.8	- 13.6
Other Gas Heating Equipment				
Wall Furnaces	27.0	- 14.3	146.4	- 13.6
Floor Furnaces	2.7	- 12.9	17.7	- 4.3
Major Appliances				
Residential Ranges				
Gas	542.6	- 9.8	2,172.0	- 4.0
Electric	781.5	- 7.4	3,046.0	- 3.4
Residential Water Heaters				
Gas[c]	996.4	- 0.5	3,900.8	- 4.7
Electric[c]	774.6	- 4.3	3,191.8	- 4.4
Commercial Water Heaters				
Gas[c]	23.8	- 10.5	96.1	- 7.8
Electric[c]	4.9	- 10.9	19.6	- 3.0
Clothes Dryers				
Gas	253.4	- 6.1	985.6	- 4.5
Electric	851.8	- 5.8	3,265.9	- 6.4
HOUSING				
Total Housing Starts	185.0	- 37.3	1,083.0	- 20.8
Single-Family Starts	147.0	- 32.3	825.0	- 18.2
Total Housing Completions (private)	242.0	- 19.1	1,251.0	- 10.6
Mobile Home Shipments	35.4	- 18.2	180.2	- 6.7

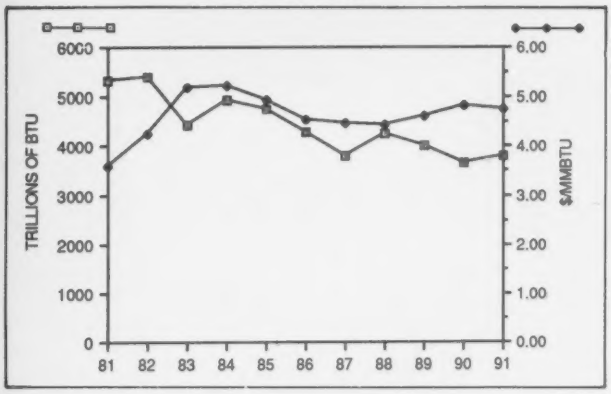
[a]Compared with same period in 1990.
[b]Past twelve months compared with same period a year ago.
[c]Data not expanded.
SOURCES: Gas Appliance Manufacturers Association, Statistical Highlights.
Association of Home Appliance Manufacturers, Newsline.
U.S. Department of Commerce, Housing Starts and Housing Completions.

Part II. Gas Utility Industry Historical Trends

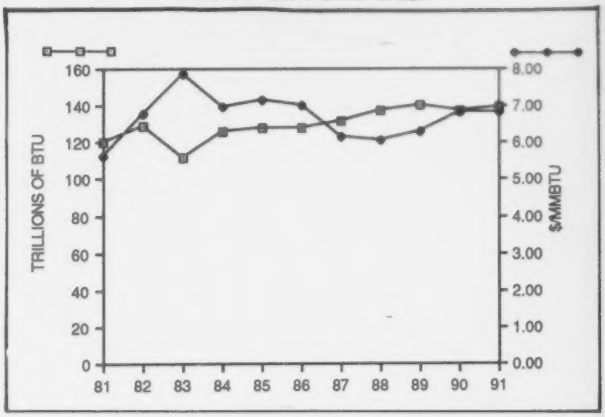
FIRST QUARTER GAS UTILITY SALES & PRICES

SALES PRICES

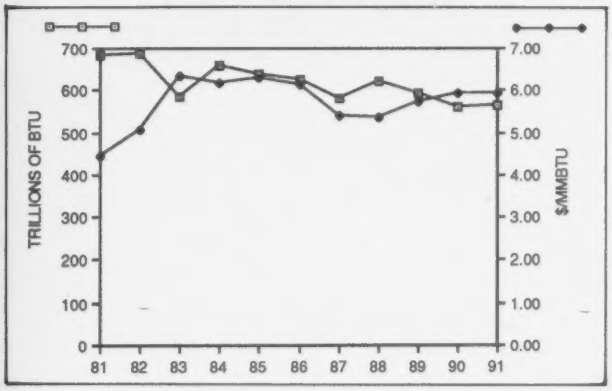
UNITED STATES



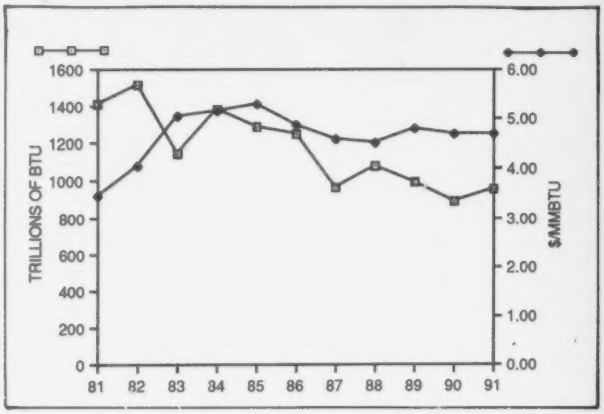
NEW ENGLAND



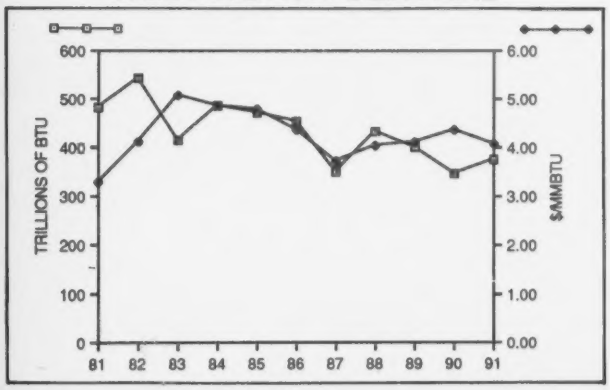
MIDDLE ATLANTIC



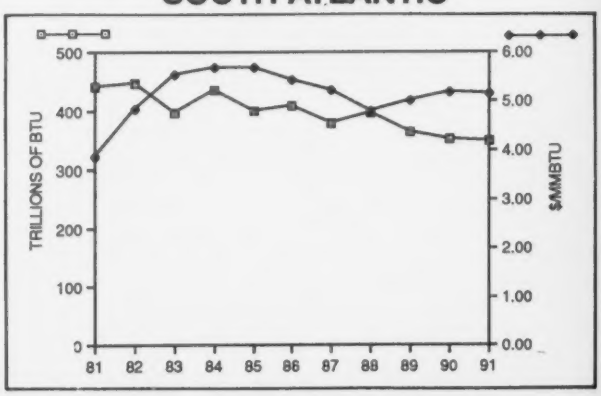
EAST NORTH CENTRAL



WEST NORTH CENTRAL



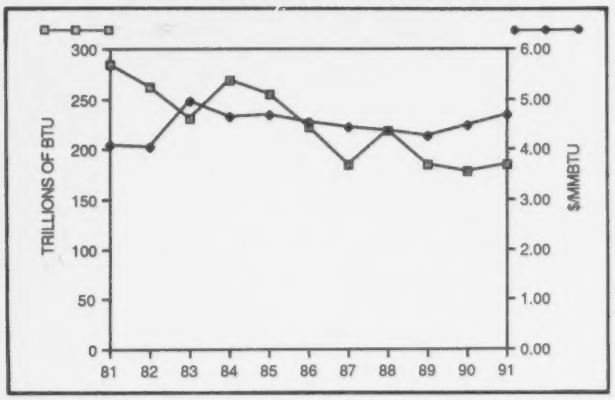
SOUTH ATLANTIC



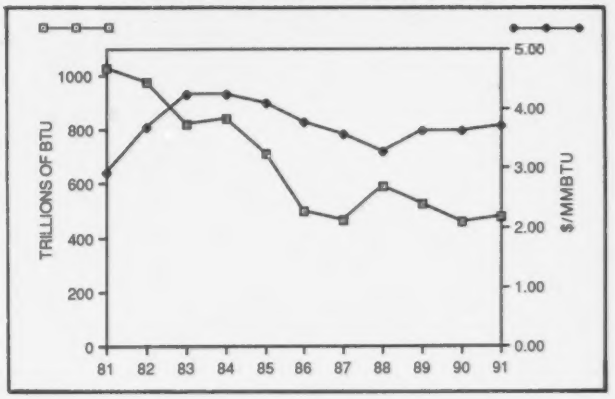
FIRST QUARTER GAS UTILITY SALES & PRICES

SALES PRICES

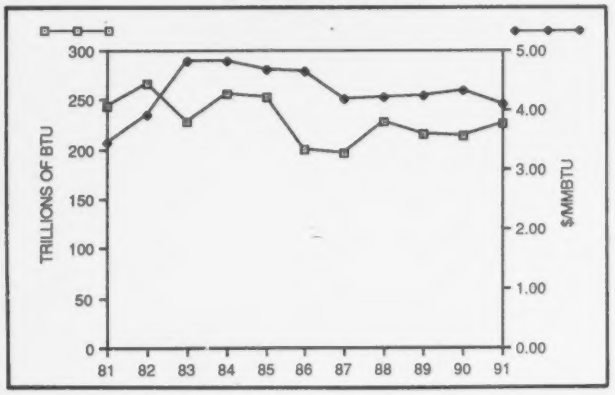
EAST SOUTH CENTRAL



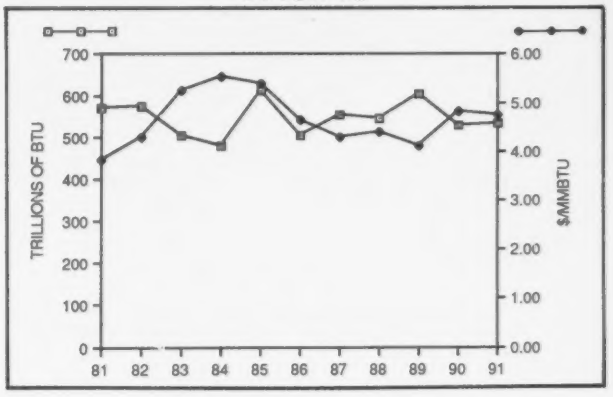
WEST SOUTH CENTRAL



MOUNTAIN



PACIFIC



AMERICAN GAS ASSOCIATION
Department of Statistics
1515 Wilson Boulevard
Arlington, Virginia 22209

Editor—Carole Williams-Hopkins
703/841-8507